

Schoeny, Steven R.

From: Lundine, Mark A.
Sent: Thursday, September 07, 2017 5:46 PM
To: 'Matt McQuade'
Cc: Schoeny, Steven R.; Harris, Quinten L.
Subject: RE: Project Ares

Follow Up Flag: Follow up
Flag Status: Flagged

McQuade,

I just talked to Mark Wagenbrenner and they are willing to help however needed.

Thanks,

Mark

From: Matt McQuade [mailto:mmq@columbusregion.com]
Sent: Thursday, September 07, 2017 5:11 PM
To: Schoeny, Steven R.; Lundine, Mark A.; Harris, Quinten L.; Loges, Michael J.; Justin Bickle; Irene Alvarez; Matt McCollister; Kenny McDonald; Jay Knox; Jay Knox; Laura Hess; Tegan Lehman; Stephanie Bosco
Cc: Williams, Elizabeth S.
Subject: Project Ares
Importance: High

Team,

Thank you for your time today. We will call this Project Ares. Steve and Irene are already off and running with getting a meeting with NBBJ. In terms of other next steps, the information that will need to be pulled together for a proposal is outlined below. The goal is to have our site information and data together by September 15th and an initial draft proposal by September 29th. We'll have several sub-groups working on this (research, marketing, real estate, etc.) and I will be in touch within the next 24 hours to schedule follow-up meetings and make sure we are all clear on who is responsible for providing the below information. Elizabeth will help us find a weekly time to meet as well. Thank you!

1. Real estate (will need to find a way to make it free)
2. Incentives (need standard format from JO)
 - o Any uncertainty around incentives
 - o Timing/approvals
 - o Make sure they're including information on other programs... Will need to keep transportation money flexible.
3. Labor and wage information
 - o Ability to attract talent regionally
 - o Software development engineers
 - o Recurring sourcing opportunities for software development engineers - OSU
 - o All other levels of talent
4. Programs/partnerships with higher education institutions - OSU
 - o Universities and community colleges in the area
 - o K-12 education
5. Air and highway travel (Seattle and SFO flights?)

- Market access
- Public transit
- Biking
- Walking
- Traffic congestion
- 6. Quality of life
 - Housing availability and cost near proposed sites
 - Crime data
 - Cost of living
- 7. Other important things to include
 - Economic overview
 - Retail and e-commerce
 - Amazon's existing economic impact
 - Cost of doing business
 - Culture
 - Diversity
 - Inclusion
 - Political stability

MATT MCQUADE

Managing Director, Business Development

Columbus 2020

150 S. Front St., Suite 200

Columbus, OH 43215

O (614) 225-6920

C (614) 270-6750

E mmq@columbusregion.com

<http://linkedin.com/in/MattMcQuade>

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Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Thursday, September 07, 2017 12:41 PM
To: Rickman, Cynthia
Subject: RE: Dispatch-Amazon

Follow Up Flag: Follow up
Flag Status: Flagged

That email did not work.

-----Original Message-----

From: Rickman, Cynthia
Sent: Thursday, September 07, 2017 12:37 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: Re: Dispatch-Amazon

mwilliams@dispatch.com

Sent from my iPhone

> On Sep 7, 2017, at 12:34 PM, Schoeny, Steven R. <SRSchoeny@columbus.gov> wrote:

>

> Do you have his email? I can send him the statement that we had earlier.

>

> -----Original Message-----

> **From:** Rickman, Cynthia

> **Sent:** Thursday, September 07, 2017 12:33 PM

> **To:** Schoeny, Steven R. <SRSchoeny@columbus.gov>

> **Subject:** Dispatch-Amazon

>

>

>

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Friday, September 08, 2017 9:09 AM
To: Daniel Ayars; A.J. Montero
Cc: Irene Alvarez; Matthew McQuade
Subject: Re: Amazon

Follow Up Flag: Follow up
Flag Status: Flagged

Dan and AJ:

Thanks for the call this morning. I have copied Irene and Matt so that you have their direct contact information.

Disclaimer - Please remember that anything you send to me is subject to public records requests. I fully expect that if we progress at all in this pursuit my records will be requested at some point.

Thanks.

Steve

From: Daniel Ayars <dayars@nbbj.com>
Date: Thursday, September 7, 2017 at 10:58 PM
To: "Schoeny, Steven R." <SRSchoeny@columbus.gov>
Subject: Amazon

Steve,
Sounds like we can get on a quick call with AJ tomorrow morning. If you have any information you can share with me would be helpful.

Thanks,
Dan

Daniel Ayars
NBBJ 614.282.2543

Schoeny, Steven R.

Subject: Meeting (Schoeny)
Location: Mayor's Office

Start: Tue 9/12/2017 11:30 AM
End: Tue 9/12/2017 11:45 AM

Recurrence: (none)

Meeting Status: Accepted

Organizer: Nordquest, Jennifer A. (Scheduler)
Required Attendees: Schoeny, Steven R.; Williams, Elizabeth S.

Categories: Mayor

Re: Amazon

Schoeny, Steven R.

From: Adam Troy <aktroy06@gmail.com>
Sent: Sunday, September 10, 2017 8:24 AM
To: Schoeny, Steven R.
Subject: Re: Amazon HQ

Follow Up Flag: Follow up
Flag Status: Flagged

No problem. Just let me know if there's some interest down the road. Stay connected.

Be Well!

AKT

> On Sep 10, 2017, at 8:11 AM, Schoeny, Steven R. <SRSchoeny@columbus.gov> wrote:
>
> I did not know that. It probably won't work for this one, but I should keep it in mind for others.
>
> On 9/10/17, 6:01 AM, "Adam Troy" <aktroy06@gmail.com> wrote:
>
> Steve, hope all is well! Hey got word Ohio is chasing Amazon \$5B HQ2. Our church (New Salem) controls 60 acres
between Easton and the airport. If of interest, let me know and I'll forward over additional details.
>
> Adam K. Troy
> The Art of Access....Connecting People, Place and Product
>

Schoeny, Steven R.

Subject: Amazon
Location: 250 High Street

Start: Tue 9/12/2017 10:00 AM
End: Tue 9/12/2017 11:00 AM

Recurrence: (none)

Meeting Status: Accepted

Organizer: Daniel Ayars
Resources: *CONF COL 170 TANK (12) VIDEO

Schoeny, Steven R.

From: Godard, Doug @ Columbus <Doug.Godard@cbre.com>
Sent: Tuesday, September 12, 2017 4:53 PM
To: Schoeny, Steven R.
Subject: RE: [REDACTED]

Follow Up Flag: Follow up
Flag Status: Flagged

Steve:

The partner that leads the ownership group is out of town on Wednesday. [REDACTED] is the CBRE broker that has been working with the partnership on this property portfolio. [REDACTED] and I are available for a meeting at your offices at 11 AM tomorrow.

We have also spoken with Tom Luba at Mt. Carmel and he is interested in sitting down to discuss how their property could come into play. CBRE advises and represents Mount Carmel on many of their real estate transactions, so it was an easy call to make.

CBRE also represents [REDACTED] nationally on their real estate. [REDACTED] property, but [REDACTED] let the listing expire because they were not ready to sell the property. We have re-engaged with [REDACTED] to determine their willingness to sell for a project that would be good for Columbus and the Franklinton neighborhood. We believe that a large project like this one would get their attention.

If 11 AM on Wednesday is still good, I will send a meeting invite.

Thanks.



Doug Godard, MCR, LEED® AP | Senior Vice President
CBRE | Advisory and Transaction Services
200 Civic Center Drive, 14th Floor | Columbus, OH 43215
T +1 614 430 5097 | F +1 614 224 1767 | C +1 614 353 5428
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From: Schoeny, Steven R. [mailto:SRSchoeny@columbus.gov]
Sent: Tuesday, September 12, 2017 3:30 PM

To: Godard, Doug @ Columbus <Doug.Godard@cbre.com>

Subject: RE: [REDACTED]

Can they talk tomorrow at 11:00?

From: Godard, Doug @ Columbus [mailto:Doug.Godard@cbre.com]

Sent: Tuesday, September 12, 2017 3:14 PM

To: Schoeny, Steven R. <SRSchoeny@columbus.gov>

Subject: RE: [REDACTED]

Steve:

Yes we have and I am ready to sit down with you to discuss the vision for these properties as part of the Amazon HQ submittal.

Thanks.



Doug Godard, MCR, LEED® AP | Senior Vice President
CBRE | Advisory and Transaction Services
200 Civic Center Drive, 14th Floor | Columbus, OH 43215
T +1 614 430 5097 | F +1 614 224 1767 | C +1 614 353 5428
doug.godard@cbre.com | www.cbre.com/doug.godard

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From: Schoeny, Steven R. [mailto:SRSchoeny@columbus.gov]

Sent: Tuesday, September 12, 2017 1:57 PM

To: Godard, Doug @ Columbus <Doug.Godard@cbre.com>

Subject: [REDACTED]

Doug:

Have you made contact with the owners of the [REDACTED] and surrounding properties?

Steven R. Schoeny
Director

THE CITY OF **COLUMBUS**

ANDREW J. GINTHER, MAYOR

DEPARTMENT OF DEVELOPMENT

60 W. Gay Street, 3rd Floor
Columbus, OH 43215

Direct: (614) 845-8585

srschoeny@columbus.gov

www.columbus.gov

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Wednesday, September 13, 2017 11:37 AM
To: 'Pauline, Eddie'; Myers, Keith; Test, Erin M.
Cc: Muhumad, Brooke N.
Subject: RE: Urgent Request-Project Ares-Confidential

Follow Up Flag: Follow up
Flag Status: Flagged

Erin: Elizabeth is out this week. Brooke is working on my schedule.

From: Pauline, Eddie [mailto:pauline.2@osu.edu]
Sent: Wednesday, September 13, 2017 10:41 AM
To: Myers, Keith <myers.661@osu.edu>; Test, Erin M. <test.23@osu.edu>
Cc: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: RE: Urgent Request-Project Ares-Confidential

Thanks. Adding Steve.



THE OHIO STATE UNIVERSITY

Edward Pauline
Director, Business Development
Office of Economic and Corporate Engagement
1524 N. High St. Columbus, OH 43201
614-395-9672 Mobile
pauline.2@osu.edu

From: Myers, Keith
Sent: Wednesday, September 13, 2017 9:29 AM
To: Pauline, Eddie <pauline.2@osu.edu>; Test, Erin M. <test.23@osu.edu>
Subject: Re: Urgent Request-Project Ares-Confidential

of course. work it out with Erin....

k.

Keith A. Myers, FASLA
Ohio State University
Office of Planning and Real Estate

On Sep 13, 2017, 8:40 AM -0400, Pauline, Eddie <pauline.2@osu.edu>, wrote:

Is there any way you can carve out time for a conversation with Steve Schoeny? Of course, nothing formal but just idea sharing. I think we still need a blessing from Dr. Drake in order to get serious about this.



Edward Pauline
Director-Business Development

The Ohio State University
Economic and Corporate Engagement
1524 N. High St.
Columbus, OH 43201
(614) 395-9672 (m)

On Sep 13, 2017, at 7:58 AM, Myers, Keith <myers.661@osu.edu> wrote:

Eddie

I cannot make Thursday but am willing to assist anyway I can.

K

On Sep 11, 2017, 10:11 PM -0400, Pauline, Eddie <pauline.2@osu.edu>, wrote:

Hi Everyone,

Columbus2020 has asked for support in helping build a strong proposal to submit to Amazon in response to its search for a new location for its second corporate headquarters. Moving forward we shall refer to this as "Project Ares." (Sorry, I can't take credit for the code name).

By 9/22 we've been asked to develop the following:

- Concise university capability overview
- creative long term partnership ideas
- any truly unique and superior assets

Although we don't have many details into what Amazon's priorities are when it comes to university relations, we are thinking it is interested in expertise in logistics, computer science and engineering, software development, analytics...it is especially interested in talent and workforce development.

The complete response will be submitted by Columbus2020 by 10/16 after engaging with a design firm to create an exciting and engaging proposal.

Can you (or your appropriate designee) be available Thursday morning for an initial discussion? (Sometime between 8 AM and 11 AM to start for 60 to 90 minutes).

I will also plan to reach out to those working with AWS, separately.

Anyone else initially come to mind that we need to include in this initial meeting?

Ohio will want to win this amazing opportunity, our contribution to that win will be significant...thank you in advance for your consideration!

Eddie



Edward Pauline
Director-Business Development
The Ohio State University
Economic and Corporate Engagement
1524 N. High St.
Columbus, OH 43201



(614) 395-9672 (m)

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Wednesday, September 13, 2017 12:43 PM
To: 'Bart Overly'
Subject: RE: Amazon HQ2

Follow Up Flag: Follow up
Flag Status: Flagged

Thanks for the thoughts. Unfortunately, I cannot share anything more.

From: Bart Overly [mailto:overly@blostein-overly.com]
Sent: Wednesday, September 13, 2017 12:27 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: RE: Amazon HQ2

Thanks Steve,
I'm pretty certain that must be NBBJ, so I might get in touch with AJ about it.

I've read the RFP and know their still-growing campus in South Lake Union. My sense is that they look to replicate that campus experience for employees and feel a part of a city; 20% of their employees walk to work. Amazon is essentially a logistics design company and they want to make a grand impact on the logistics of the city they expand to. Another cloistered Abercrombie / Bob Evans / Chase Polaris won't fit their corporate culture.

Franklinton is developing into a neighborhood having an affinity with Seattle's Ballard. The Scioto Peninsula would have been a good fit, though I understand it has been awarded to a developer.

Knowing that Amazon seeks to expand over time from 500,000 SF (half of The Huntington Center) to perhaps 8M SF (four times the size of Chase at Polaris), I think about other urban sites that could be just as intriguing and transformative as a campus in the city. One that comes to mind is **Graham Ford**. (see attachment)

- *The site is less than 3/4 mile to the riverfront with fun, new mixed used development that will be completed within 18 months on the way (Gravity, A.D. Farrow) and more to come.*
- *Amazon HQ2 at Graham Ford would have about 8.5 acres available now, and 24 acres could be negotiated with adjacent Mount Carmel (who, truly, I will guess is ultimately happier moving out of downtown entirely and to new digs in Grove City) to imagine and transition to a 32 acre Amazon Campus.*
- *The site sits on The National Road and has an entire edge visible from the highway.*
- *There is also more expansion possibility to the north creating a needed connection to the riverfront confluence.*

I have no idea what sites are currently under consideration, and I think our added insight and design analysis (and method of communicating it) would be pretty valuable, of course. The Columbus proposal could surprise Amazon if it contained only urban sites in a healthy, growing city, and demonstrated how those sites adapt well to Amazon's needs and accelerate the making of a greater new American city. Their project operates on that scale.

Bart

Blostein/Overly Architects
+1 614 602-BLOV
www.blostein-overly.com

----- Original Message -----

Subject: RE: Amazon HQ2
From: "Schoeny, Steven R." <SRSchoeny@columbus.gov>
Date: Wed, September 13, 2017 9:02 am
To: 'Bart Overly' <overly@blostein-overly.com>

Thanks for the offer. Columbus 2020 has engaged another firm with Amazon experience to help us out. However, I would love to hear what ideas you might have.

From: Bart Overly [<mailto:overly@blostein-overly.com>]
Sent: Tuesday, September 12, 2017 4:15 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: Amazon HQ2

Steve, hope you are well.

I assume the city is hard at work coordinating some potential sites for this RFP. Is there any way to get involved in the discussion? This would obviously be a huge deal for Columbus and I think we could offer some creative input and some ways to help a Columbus response stand out.

Bart

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+1 614 602-BLOV
www.blostein-overly.com

----- Original Message -----

Subject: RE: A question about AEP site in East FTON.
From: "Schoeny, Steven R." <SRSchoeny@columbus.gov>
Date: Wed, October 07, 2015 11:20 am
To: Bart Overly <overly@blostein-overly.com>

My understanding is that another developer has that site under contract, but I am not at liberty to disclose who.

Steven R. Schoeny
Director

50 W. Gay Street, 3rd Floor
Columbus, OH 43215
Direct: (614) 645-8585
srschoeny@columbus.gov
www.columbus.gov

From: Bart Overly [<mailto:overly@blostein-overly.com>]
Sent: Wednesday, October 07, 2015 9:22 AM
To: Schoeny, Steven R.
Subject: A question about AEP site in East FTON.

Hello Steve,

I hope you are well. We decided in the end to go with the Confluence site for the studio because of its inherent urban complexities related to access and its proximity to downtown and emerging Franklinton. The discussion we had back in August was very useful and I will give the City a copy of the final work. If you are interested, you can attend the final review in December to see what they came up with.

I am emailing about another matter and wonder if you might have some insight. We are working (very early on) with a developer to build a 35 unit apartment building at the former Solazzo Stone site (.45 acres, green in the attached image). Our plan is to maintain the historic stone building as residential and build a separate structure facing State Street with parking behind.

The developer is sold on the strategy we are developing and wonders if there is some potential to continue the scheme east onto the vacant AEP parcel (orange). Over the years I have heard various stories about this site, including that it has been held for a future substation, but its size is too small for the latest configuration and technology. Do you happen to know if there has been any ongoing or past discussion with AEP about the sale (or partial sale) of this site? It will be helpful to us to know as we keep moving ahead here. Any information you can share would be useful to us.

Thanks,
Bart

Blostein/Overly Architects
+1 614 602-BLOV
www.blostein-overly.com
winner, 2015 AIA Ohio Design Excellence Award

Schoeny, Steven R.

From: Davis, Robin C.
Sent: Wednesday, September 13, 2017 12:43 PM
To: Schoeny, Steven R.
Cc: Perfect, Kimber L.
Subject: RE: NBC

Follow Up Flag: Follow up
Flag Status: Flagged

Very smart. I like it!

From: Schoeny, Steven R.
Sent: Wednesday, September 13, 2017 12:42 PM
To: Davis, Robin C.
Cc: Perfect, Kimber L.
Subject: RE: NBC

I want to think very carefully about the backdrop. I would love to get it from either the Peninsula or the new 8th Floor conference room in the Coleman Center. I want the vacant land on the Peninsula to be our background. We don't have to talk about the future, but we certainly can show it.

From: Davis, Robin C.
Sent: Wednesday, September 13, 2017 12:17 PM
To: Davies, Greg J. <GJDavies@Columbus.gov>; Paul, Kenneth C. <KCPaul@columbus.gov>; Perfect, Kimber L. <KLPerfect@columbus.gov>; Lee, Dawn Tyler <DTLee@columbus.gov>; Clark, Bryan M. <BMClark@columbus.gov>; Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: FW: NBC

The Today Show is interested in talking to the Mayor about the impact having Amazon in Columbus has – this is a look back, NOT a look forward. I made it clear that Mayor Ginther would not discuss future.

Is it worth trying to work this into the Mayor's calendar? Michael said they would send a camera crew later this week or early next.

I think it could be a good opportunity, if we could have him prepped with the economic impact Amazon has had on the city.

Thoughts?

From: Cappetta, Michael (NBCUniversal) [<mailto:michael.cappetta@nbcuni.com>]
Sent: Wednesday, September 13, 2017 11:46 AM
To: Davis, Robin C.
Subject: NBC

--
Michael Cappetta

NBC News

212.664.6693 - desk

917.714.5634 - mobile

Schoeny, Steven R.

From: Matt McQuade <mmq@columbusregion.com>
Sent: Wednesday, September 13, 2017 12:47 PM
To: Schoeny, Steven R.
Subject: Re:

Follow Up Flag: Follow up
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Thanks

- MM

From: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Sent: Wednesday, September 13, 2017 12:22:45 PM
To: Matt McQuade
Subject: RE:

I will call him now.

From: Matt McQuade [mailto:mmq@columbusregion.com]
Sent: Wednesday, September 13, 2017 12:21 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: FW:
Importance: High

Steve – We'd prefer any Columbus real estate option to be vetted by your team. Can you or Quinten please reach out to Mike on Ares? Thanks.

From: Kenny McDonald <km@columbusregion.com>
Date: Wednesday, September 13, 2017 at 10:44 AM
To: Matthew McQuade <mmq@columbusregion.com>
Subject: Fwd:

Kenny McDonald
President & CEO
Columbus 2020
614-905-0811
km@columbusregion.com

Begin forwarded message:

From: Mike Whitman <MWhitman@georgetownco.com>
Date: September 13, 2017 at 10:17:45 PM GMT+8
To: 'Kenny McDonald' <km@columbusregion.com>
Subject: Amazon

Kenny,

I wanted to check in and see how the region is responding to the RFP. Assuming there is structured parking and many of the future employees live in Easton, we have enough land to handle the requirement. We also could propose an option for an existing building (600,000 SF) to address the initial requirement. Let us know what information you need from our team.

Regards,

Mike Whitman
Georgetown Midwest
Vice President
Office: 614.944.5195
Cell: 614.783.7202

Schoeny, Steven R.

From: Bart Overly <overly@blostein-overly.com>
Sent: Wednesday, September 13, 2017 12:52 PM
To: Schoeny, Steven R.
Subject: RE: Amazon HQ2

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Steve, I understand. Good luck with it.
Bart

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moving out of downtown entirely and to new digs in Grove City) to imagine and transition to a 32 acre Amazon Campus.

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Steven R. Schoeny

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I hope you are well. We decided in the end to go with the Confluence site for the studio because of its inherent urban complexities related to access and its proximity to downtown and emerging Franklinton. The discussion we had back in August was very useful and I will give the City a copy of the final work. If you are interested, you can attend the final review in December to see what they came up with.

I am emailing about another matter and wonder if you might have some insight. We are working (very early on) with a developer to build a 35 unit apartment building at the former Solazzo Stone site (.45 acres, green in the attached image). Our plan is to maintain the historic stone building as residential and build a separate structure facing State Street with parking behind.

The developer is sold on the strategy we are developing and wonders if there is some potential to continue the scheme east onto the vacant AEP parcel (orange). Over the years I have heard various stories about this site, including that it has been held for a future substation, but its size is too small for the latest configuration and technology. Do you happen to know if there has been any ongoing or past discussion with AEP about the sale (or partial sale) of this site? It will be helpful to us to know as we keep moving ahead here. Any information you can share would be useful to us.

Thanks,
Bart

Blostein/Overly Architects
+1 614 602-BLOV
www.blostein-overly.com
winner, 2015 AIA Ohio Design Excellence Award

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Thursday, September 14, 2017 9:02 AM
To: 'Irene Alvarez'
Subject: RE: NBC

Follow Up Flag: Follow up
Flag Status: Flagged

Awesome.

From: Irene Alvarez [mailto:ia@columbusregion.com]
Sent: Thursday, September 14, 2017 9:01 AM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>; Lee, Dawn Tyler <DTLee@columbus.gov>; Davis, Robin C. <RCDavis@columbus.gov>; Davies, Greg J. <GJDavies@Columbus.gov>; Paul, Kenneth C. <KCPaul@columbus.gov>; Perfect, Kimber L. <KLPerfect@columbus.gov>; Clark, Bryan M. <BMClark@columbus.gov>
Cc: Matt McQuade <mmq@columbusregion.com>
Subject: Re: NBC

Robin and I just connected by phone; we're on the same page. Staying tuned to help as needed. Thank you for the heads up!

Irene Alvarez
Columbus 2020
O 614-225-6941
C 614-315-6254

From: Steve Schoeny <SRSchoeny@columbus.gov>
Date: Wednesday, September 13, 2017 at 12:19 PM
To: "Lee, Dawn Tyler" <DTLee@columbus.gov>, Robin Davis <RCDavis@columbus.gov>, "Davies, Greg J." <GJDavies@Columbus.gov>, "Paul, Kenneth C." <KCPaul@columbus.gov>, Kimber Perfect <KLPerfect@columbus.gov>, "Clark, Bryan M." <BMClark@columbus.gov>, Irene Alvarez <ia@columbusregion.com>
Cc: Matt McQuade <mmq@columbusregion.com>
Subject: RE: NBC

Irene:

What do you think and can you help on talking points since this really is a regional impact?

Steve

From: Lee, Dawn Tyler
Sent: Wednesday, September 13, 2017 12:18 PM
To: Davis, Robin C. <RCDavis@columbus.gov>; Davies, Greg J. <GJDavies@Columbus.gov>; Paul, Kenneth C. <KCPaul@columbus.gov>; Perfect, Kimber L. <KLPerfect@columbus.gov>; Clark, Bryan M. <BMClark@columbus.gov>;

Schoeny, Steven R. <SRSchoeny@columbus.gov>

Subject: RE: NBC

I like it

DAWN TYLER LEE
DEPUTY CHIEF OF STAFF

THE CITY OF
COLUMBUS

ANDREW J. GINTHER, MAYOR

Mayor's Office
90 W. Broad Street
Columbus, OH 43215
614.645.5252
<http://www.columbus.gov>



From: Davis, Robin C.

Sent: Wednesday, September 13, 2017 12:17 PM

To: Davies, Greg J. <GJDavies@Columbus.gov>; Paul, Kenneth C. <KCPaul@columbus.gov>; Perfect, Kimber L. <KLPerfect@columbus.gov>; Lee, Dawn Tyler <DTLee@columbus.gov>; Clark, Bryan M. <BMClark@columbus.gov>; Schoeny, Steven R. <SRSchoeny@columbus.gov>

Subject: FW: NBC

The Today Show is interested in talking to the Mayor about the impact having Amazon in Columbus has – this is a look back, NOT a look forward. I made it clear that Mayor Ginther would not discuss future.

Is it worth trying to work this into the Mayor's calendar? Michael said they would send a camera crew later this week or early next.

I think it could be a good opportunity, if we could have him prepped with the economic impact Amazon has had on the city.

Thoughts?

From: Cappetta, Michael (NBCUniversal) [<mailto:michael.cappetta@nbcuni.com>]

Sent: Wednesday, September 13, 2017 11:46 AM

To: Davis, Robin C.

Subject: NBC

--

Michael Cappetta
NBC News
212.664.6693 - desk
917.714.5634 - mobile

Schoeny, Steven R.

From: Guy Worley <gworley@downtowncolumbus.com>
Sent: Thursday, September 14, 2017 11:02 PM
To: Schoeny, Steven R.
Cc: Matt Lutz; Amy Taylor
Subject: Pittsburgh bid for Amazon

Follow Up Flag: Follow up
Flag Status: Flagged

FYI, interesting article:
Pittsburgh hires Maya Design to create 'robust' bid for Amazon HQ2

<http://triblive.com/local/allegheeny/12735677-74/pittsburgh-hires-boston-consultant-to-create-robust-bid-for-amazon-hq2>

(Via TribLive)

Guy Worley - CEO/President
Columbus Downtown Development Corp
Capitol South Community Urban Redevelopment Corp
150 S. Front St., Suite 210
Columbus, OH. 43215
(614) 545-5284
(614) 545-4703 fax

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Friday, September 15, 2017 8:53 AM
To: 'Lynnette Cook'
Subject: RE: Seth's Blog : Appropriate collusion (organizing the weaker side)

Follow Up Flag: Follow up
Flag Status: Flagged

I can smell the campfire and hear the guitar playing the first cords of "Kumbaya."

Steve

From: Lynnette Cook [mailto:lcook@thoughtwell.org]
Sent: Friday, September 15, 2017 7:48 AM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: Fwd: Seth's Blog : Appropriate collusion (organizing the weaker side)

Do you follow Seth Godin's blog? The 50 cities got a mention, so I thought I'd make sure you saw it . . .

Sent from my iPad

Begin forwarded message:

From: "Seth Godin" <notify@sethgodin.com>
Date: September 15, 2017 at 5:22:17 AM EDT
To: lcook <lcook@researchpartners.org>
Subject: Seth's Blog : Appropriate collusion (organizing the weaker side)
Reply-To: "Seth Godin" <notify@sethgodin.com>

Appropriate collusion (organizing the weaker side)

Businesses with power are prohibited from colluding with one another to set prices or other policies. For good reason. Public officials and economists realize that it's quite tempting for an oligopoly to work to artificially create scarcity or cooperate--it creates significant short term profits and hurts those without the power to do something about it.

(but that doesn't mean that organizations don't continually try anyway).

Organizations with power now use data mining and software licenses to gain ever more one-sided relationships with those they used to serve. They trade data about your credit and your surfing habits, among a thousand other things.

But what about the opposite? What about the power shift that could result from the disconnected masses working together to push organizations to make change or to limit their upsides? By banding together and coordinating information, they can prevent asymmetrical information and

leverage from causing as much harm. What would happen if 10,000 Wells Fargo customers had found each other years ago?

Years ago, twenty of AOL's largest content providers got together (I think it was in a hot tub) at an event AOL was running. We exchanged information about our contracts, our advances and our royalty rates. As a result of the shared information, everyone who participated got a better deal the next time around. Coordination led to a shift in market power.

Kickstarter gives a small hint of this. A creator says to disconnected people--if enough of you get together and indicate an interest, we'll do this thing. This is also in the spirit of Fred Wilson's Union 2.0. Organization creates market power.

But the internet can let us take this much further. It can create enforceable group dynamics and help people find one another. And once found, they can insist on policies and offerings that the powerful organization would never have proposed. And it turns out that this more equal engagement can help both sides in the long run.

This is particularly effective in high-value business to business settings, where a company might sell a very expensive service to 20 or 30 companies. Knowledge about the best deal and coordination of desired features can make a huge difference for all concerned. That's why computer user groups were so important back in the day.

What would happen if the 1,000 top high school football prospects all agreed not to play a few games unless colleges paid them for engaging in the health-endangering sport that makes these non-profits so much money they can afford to pay their coaches millions of dollars?

What would happen if the fifty cities in the running for Amazon's second HQ established a binding agreement on what they wouldn't do with taxpayer money? By creating a mutually shared line in the sand, they've ensured that the flow of capital won't bankrupt any of them. The auction will still happen, but not in a destructive way.

They could make a similar deal about future sports stadiums or Olympic bids, a sucker bet in which the winner almost always loses.

Creating "I will if you will" contingent agreements is significantly easier once we use the blockchain and the real-time coordinating power of the net. A conceptual example (hard to do with four weeks notice, though): The fifty cities agree that if all fifty cities agree, any tax break from a city or state to Amazon must be matched by that city or state with a 5x amount invested in their public schools. If the mutual agreement doesn't reach the critical number, no deal happens. If it does, then every mayor and every governor has a great reason to use other less costly incentives to win the 'auction' without violating the mutual agreement (or invest in schools, which is okay too).

The alternative is that we'll continue to see large, powerful corporations and institutions peel away individual players (people or cities), one by one, without the famed free market there to ensure equity. You probably have more in common with your neighbors than you think. If only you could coordinate the discussion...



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Email subscriptions powered by [FeedBlitz](#), LLC, 365 Boston Post Rd, Suite 123, Sudbury, MA 01776, USA.

Schoeny, Steven R.

From: Frank, Melinda J.
Sent: Friday, September 15, 2017 11:34 AM
To: Schoeny, Steven R.
Cc: Harris, Quinten L.
Subject: FW: Google Alert - City Income Tax

Follow Up Flag: Follow up
Flag Status: Completed

Hi Steve: Have you seen the Reuters piece on Amazon (below)?

Mindy

From: Google Alerts [mailto:googlealerts-noreply@google.com]
Sent: Thursday, September 14, 2017 9:07 PM
To: Frank, Melinda J.
Subject: Google Alert - City Income Tax

Google Alerts

City Income Tax

Daily update · September 15, 2017

NEWS

Business groups oppose **local income tax** ideas floated by two Michigan cities

Watchdog.org

Two Michigan cities are considering **local income taxes** as a way to bolster revenues at a time when the Michigan Municipal League says resources ...



Flag as irrelevant

Income tax hike passes first test

The Republic

Income tax hike passes first test ... of 4-3, the council gave its preliminary approval Tuesday to a 40 percent increase in the county's **local income tax**.



Flag as irrelevant

Auburntown getting less Hall **Income Tax** funds

Cannon Courier

The Auburntown City Council met on August 1, 2017, with the following ... Mayor Turney reported that the State is phasing out the Hall **Income Tax**.



Flag as irrelevant

Grover Norquist's anti-tax group opening first state chapter in Ohio

The Columbus Dispatch

His philosophy is this: "I would argue that there isn't a state, or a city, or the federal ... —Lawmakers took steps to streamline **municipal income taxes** for ...



Flag as irrelevant

Commentary: Why No **City** Should Want Amazon's HQ2

Reuters

(Some speculate that the recent landmark **municipal income tax** is driving Amazon's decision to create a second headquarters instead of just ...

There Is No Way in Hell Amazon HQ Is Coming to LA - L.A. Weekly

Full Coverage



Flag as irrelevant

Federal **tax** cuts are real relief for Missouri families

Kansas City Star

The unemployment rates in many communities, including Kansas **City** ... The economic growth from federal **tax** cuts would produce more **revenue** at ...



Flag as irrelevant

Meet the candidates: Sessions runs for mayor

Hillsdale Collegian

So in 2011, when the city council was mulling over a **city income tax** to increase revenue, Sessions knew he had to fight it and not allow the city to ...



Flag as irrelevant

Ovilla **City** Council approves break-even budget, sets **tax** rate

Waxahachie Daily Light

Ovilla **City** Council approves break-even budget, sets **tax** rate ... **Income** and expenses are estimated at \$3,555,419, each, and the **city** has \$1,922,965 ...



Flag as irrelevant

Carmel **City** Council panel removes carousel funding from bond package

Indianapolis Business Journal

The city announced plans for the new debt in July—a \$76 million bond that would be backed by **local income tax** revenue and pay for an antique ...



Flag as irrelevant

Editorial: Spurring a **city tax** debate

Calgary Herald

The chamber says the **city's** 2017 business **tax** rate was 3.5 times the ... That takes **tax revenue** out of the city, along with the jobs and services the ...



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Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Friday, September 15, 2017 12:04 PM
To: Frank, Melinda J.
Subject: RE: Google Alert - City Income Tax

Follow Up Flag: Follow up
Flag Status: Flagged

yes

From: Frank, Melinda J.
Sent: Friday, September 15, 2017 11:34 AM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Cc: Harris, Quinten L. <QLHarris@columbus.gov>
Subject: FW: Google Alert - City Income Tax

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Sent: Thursday, September 14, 2017 9:07 PM
To: Frank, Melinda J.
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City Income Tax

Daily update · September 15, 2017

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Schoeny, Steven R.

From: David Teed <dteed@diogenescapital.com>
Sent: Friday, September 15, 2017 12:51 PM
To: Schoeny, Steven R.
Subject: RE: Amazon

Follow Up Flag: Follow up
Flag Status: Flagged

Steve,

Thanks for the quick response – good luck with the City's pitch.

Just to be clear, we are interested in lending our financial resume to a city's submission and our goal would be to fund airport, transit, smart city and large campus parking type infrastructure needs associated with bringing 50,000 new employees into a single market – or to monetize other non-core assets to provide a city with new (recycled) capital with which to fund Amazon related investments.

Kind regards,

David

David Teed | DIOGENES CAPITAL

1145 N. High St. | Suite 703 | Columbus, OH 43201 | 617.513.5955 | dteed@diogenescapital.com

From: Schoeny, Steven R. [mailto:SRSchoeny@columbus.gov]
Sent: Friday, September 15, 2017 9:08 AM
To: David Teed <dteed@diogenescapital.com>
Subject: RE: Amazon

David:

Good to hear from you. We might need your help in the later stages. We have a couple of sites where the infrastructure can be satisfied with relatively traditional needs. If/When we get into having to actually finance a transit solution, we will need significant help. Hopefully we will make it to that stage, and I will be reaching out.

Steve

From: David Teed [mailto:dteed@diogenescapital.com]
Sent: Friday, September 15, 2017 8:18 AM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: Amazon

Steve,

I has been a while since we last spoke.

I am now an Operating Partner in the infrastructure group with Oaktree Capital, a \$100m US fund manager.

I am writing to ask whether Columbus is seriously considering a proposal to try to attract the new Amazon site for the City?

If so then we would be interested in discussing how we might provide support to such a bid with infrastructure investment in support of the development.

Let me know if there is any interest in talking.

Best,

David

David Teed | DIOGENES CAPITAL

1145 N. High St. | Suite 703 | Columbus, OH 43201 | 617.513.5955 | dteed@diogenescapital.com

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Friday, September 15, 2017 12:53 PM
To: 'David Teed'
Subject: RE: Amazon

Follow Up Flag: Follow up
Flag Status: Flagged

That's what I figured. We should probably talk in October or November regardless. We are close to finalizing a master developer deal for the land behind COSI, and we will have a new City Auditor in January.

SS

From: David Teed [mailto:dteed@diogenescapital.com]
Sent: Friday, September 15, 2017 12:51 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: RE: Amazon

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David Teed | DIOGENES CAPITAL
1145 N. High St. | Suite 703 | Columbus, OH 43201 | 617.513.5955 | dteed@diogenescapital.com

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Subject: Amazon

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Let me know if there is any interest in talking.

Best,

David

David Teed | DIOGENES CAPITAL

1145 N. High St. | Suite 703 | Columbus, OH 43201 | 617.513.5955 | dteed@diogenescapital.com

Schoeny, Steven R.

Subject: Hold for Meeting: Amazon
Location: 250 High Street

Start: Tue 9/19/2017 3:00 PM
End: Tue 9/19/2017 5:00 PM

Recurrence: (none)

Meeting Status: Accepted

Organizer: Daniel Ayars
Resources: *CONF COL 170 TANK (12) VIDEO

Categories: Must Attend

Just holding this time for a quick meeting.

Agenda to follow.

Thanks
Dan

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Monday, September 18, 2017 8:27 AM
To: Daniel Ayars
Subject: Accepted: Hold for Meeting: Amazon

Schoeny, Steven R.

From: Kenny McDonald <km@columbusregion.com>
Sent: Monday, September 18, 2017 10:11 AM
To: Matt McQuade; Matt McCollister; Irene Alvarez; Schoeny, Steven R.
Subject: Amazon Bid Needs Ambitious Plan for Talent Workforce - Inside INdiana Business

Follow Up Flag: Follow up
Flag Status: Flagged

<http://www.insideindianabusiness.com/clip/13726424/amazon-bid-needs-ambitious-plan-for-talent-workforce>

Kenny McDonald
President & CEO
Columbus 2020
614-905-0811
km@columbusregion.com

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Monday, September 18, 2017 10:45 PM
To: Godard, Doug @ Columbus; Matt McQuade
Cc: Kenny McDonald; Copella, Michael @ Columbus
Subject: Re: Project Ares - Outline of Initial Thoughts -- Doug Godard

Follow Up Flag: Follow up
Flag Status: Flagged

First, as noted in my earlier email, please remember that all emails sent to a City of Columbus email are subject to public records requests.

Second, before reaching out to any property owners, please call me or Matt. I do not want any confusion.

Steve

From: Godard, Doug @ Columbus <Doug.Godard@cbre.com>
Sent: Monday, September 18, 2017 8:22 PM
To: Matt McQuade
Cc: Kenny McDonald; Schoeny, Steven R.; Copella, Michael @ Columbus
Subject: Project Ares - Outline of Initial Thoughts -- Doug Godard

Matt:

I have spent time on the Amazon Website and with the RFP. The attached outline lists 5 key items that I believe are very important to Amazon.

1. People
2. Network Connectivity
3. Sustainability
4. Revitalization of a Downtown Area
5. Innovation Mindset – Think Big

Having the AWS US East (Ohio) regional campuses in the Columbus Region should be a key differentiator and a big advantage. AWS provides (1) network connectivity for Amazon nationally if not globally and (2) renewable energy commitments through wind farm commitments. Team Fishel was AWS' contractor for connecting the three campuses with data fiber. As you know, Team Fishel also owns Columbus Fibernet. They should have some key insights on how Amazon would prefer to connect the Franklinton campus with AWS.

Additionally, I cannot image other cities being able to assemble land for a 100 acre urban campus.

As we discussed, CBRE has scheduled meetings and calls this week with our clients with property in the Franklinton area. We have a call with [REDACTED] on Tuesday and meetings with Mount Carmel and with the [REDACTED] [REDACTED] later in the week. Our goal is to obtain commitments to Project Ares for approximately [REDACTED] acres between these [REDACTED] [REDACTED] [REDACTED]

CBRE also has a great proprietary presentation tool call Dimension that you may want to considered. Dimension functions as a dashboard that allows not only information, maps, and graphics to be presented, but demographic layers

can be overlaid on maps. Because Dimension presentations are accessed via the internet, a link could be made available to Amazon. Whereas PowerPoint presentations and PDFs are linear, the presentation flow with Dimension is dynamic. I can give you a demo via WebEx if you like.

Please let me know your availability to get together this week and if you would like me to participate in any meetings with NBBJ. I have lots of ideas for this one.

Thanks.



Doug Godard, MCR, LEED® AP | Senior Vice President
CBRE | Advisory and Transaction Services
200 Civic Center Drive, 14th Floor | Columbus, OH 43215
T +1 614 430 5097 | F +1 614 224 1767 | C +1 614 353 5428
doug.godard@cbre.com | www.cbre.com/doug.godard

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Schoeny, Steven R.

Subject: Amazon / Easton Call (Georgetown / Schoeny / Kallner)
Location: Dial-in: 212-409-9495 / Group 4 / Access Code: 10065

Start: Mon 9/25/2017 1:00 PM
End: Mon 9/25/2017 2:00 PM

Recurrence: (none)

Meeting Status: Accepted

Organizer: Nina Hazelrigg

Categories: Call

Schoeny, Steven R.

Subject: Amazon / Easton Call (Georgetown / Schoeny / Kallner)
Location: Dial-in: 212-409-9495 / Group 4 / Access Code: 10065

Start: Mon 9/25/2017 1:00 PM
End: Mon 9/25/2017 2:00 PM

Recurrence: (none)

Meeting Status: Accepted

Organizer: Nina Hazelrigg

Categories: Call

Schoeny, Steven R.

Subject: Meeting Forward Notification: Amazon / Easton Call (Georgetown / Schoeny / Kallner)
Start: Fri 9/22/2017 1:30 PM
End: Fri 9/22/2017 2:00 PM
Recurrence: (none)
Organizer: Schoeny, Steven R.

Your meeting was forwarded

Schoeny, Steven R. has forwarded your meeting request to additional people.

Meeting

Amazon / Easton Call (Georgetown / Schoeny / Kallner)

Meeting Time

Monday, September 25, 2017 1:00 PM - Monday, September 25, 2017 2:00 PM

Recipients

'Matt McQuade',km@columbusregion.com,'Justin Bickle',Loges, Michael J.

All times listed are in the following time zone: (UTC-05:00) Eastern Time (US & Canada)

Schoeny, Steven R.

From: Janas, Erik J. <ErikJanas@franklincountyohio.gov>
Sent: Monday, September 25, 2017 10:00 AM
To: Schimmer, Jim R.; Roth, Josh M.; Salvadore, Michael C.; Schoeny, Steven R.; Harris, Quinten L.
Subject: The Amazing Race has begun

Follow Up Flag: Follow up
Flag Status: Flagged

Funny.

<https://www.nytimes.com/2017/09/25/technology/wooing-amazon-second-headquarters.html?rref=collection%2Fsectioncollection%2Fbusiness&action=click&contentCollection=business®ion=rank&module=package&version=highlights&contentPlacement=1&pgtype=sectionfront>

Erik Janas
Deputy County Administrator
Franklin County
373 South High Street, 26th Floor
Columbus, OH 43215
Phone: 614.525.5737
Fax: 614.525.5940
Email: ejjanas@franklincountyohio.gov

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Thursday, September 28, 2017 5:09 PM
To: km@columbusregion.com
Subject: FW: Amazon

Follow Up Flag: Follow up
Flag Status: Flagged

I will handle this one.

-----Original Message-----

From: drobinson@montrosegroupllc.com [mailto:drobinson@montrosegroupllc.com]
Sent: Thursday, September 28, 2017 1:05 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>; km@columbus.org
Cc: ngreen@montrosegroupllc.com
Subject: Amazon

Steve and Kenny

I spoke to the Mayor yesterday about the effort to recruit the Amazon headquarters to Columbus. I told him that we would be very interested in helping with that as our client Pillar Technology has asked us to get engaged in the effort. The Mayor told me you all were on point with the effort and I am following up with you to see how we could help. Let us know when we can get together. Thanks.

David J. Robinson
Principal
The Montrose Group, LLC
614 738 2109

Schoeny, Steven R.

From: Loges, Michael J.
Sent: Sunday, October 01, 2017 5:53 PM
To: Harris, Quinten L.; Schoeny, Steven R.
Cc: Loges, Michael J.
Subject: Ares - DRAFT Offer Letter & Revised ROI
Attachments: Ares - Preliminary Offer Letter.docx; Ares - Incentive Scenario ROI.xlsm

Importance: High

Follow Up Flag: Follow up
Flag Status: Flagged

Quinten/Steve –

Following our discussion Friday morning, please see attached. I think I still need to add info about that TIF-like structure to reimburse the cost of land, real property improvements, demolition, and site preparation...but this is a start.

Michael J. Loges
Business Development Specialist
Economic Development Division

THE CITY OF
COLUMBUS
ANDREW J. GINTHER, MAYOR

DEPARTMENT OF
DEVELOPMENT

150 S. Front Street, Ste. 220
Columbus, OH 43215

Direct: 614.645.6742
Mobile: 614.301.7189

MJLoges@columbus.gov

www.columbus.gov/economicdevelopment/

<https://www.linkedin.com/in/MichaelLoges/>

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Schoeny, Steven R.

Subject: Call w/ Dir. Schoeny

Start: Mon 10/2/2017 2:00 PM
End: Mon 10/2/2017 2:15 PM

Recurrence: (none)

Meeting Status: Accepted

Organizer: Hanna, Jennifer N. (Scheduler)
Required Attendees: Schoeny, Steven R.

Dir. Schoeny to call MAG re: Amazon

Schoeny, Steven R.

From: Loges, Michael J.
Sent: Tuesday, October 03, 2017 10:23 AM
To: Stevens, Michael H.
Cc: Loges, Michael J.; Harris, Quinten L.; Schoeny, Steven R.
Subject: Project Ares - Smart Columbus Tie-In
Attachments: Ares - Smart Columbus Tie-In (Offer Letter Excerpt).docx

Importance: High

Follow Up Flag: Follow up
Flag Status: Flagged

Mike –

Following-up on yesterday's conversation, we're trying to pull together a concise narrative about Smart Columbus and how it directly relates to the project.

Columbus 2020 has been coordinating with Mark Patton and Jennifer of the Smart Columbus/Partnership team for the broader content (which I have not seen), but the proposed tie-in is the attachment which is pulled from a draft offer letter.

I tried to pull as much content as made sense from the Smart Columbus application and items that were already outlined in the plan that would could build upon. Please review and get me your comments/expanded thoughts.

Michael J. Loges
Business Development Specialist
Economic Development Division

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Schoeny, Steven R.

From: drobinson@montrosegroupllc.com
Sent: Tuesday, October 03, 2017 3:32 PM
To: Schoeny, Steven R.; Kenny McDonald (km@columbusregion.com)
Cc: syaffe@pillartechnology.com; ngreen@montrosegroupllc.com; Eric Hovest
Subject: RE: Amazon

Follow Up Flag: Follow up
Flag Status: Flagged

Steve and Kenny

We spoke with Pillar Technology and they have a couple thoughts as to how they contribute to Columbus's Amazon RFP proposal.

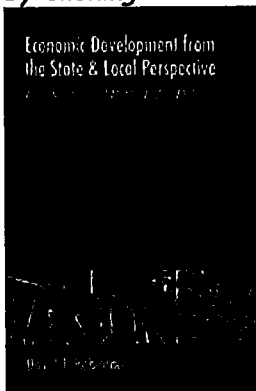
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To: 'drobinson@montrosegroupllc.com'; Kenny McDonald (km@columbusregion.com)
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Subject: RE: Amazon

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David:

Thanks for the feedback and thanks for the offers. Our pitch is actually fairly well developed, and we are going to production with it early next week so that submit on the 16th. If we make it to the second round, we would love to talk with Pillar about what they could do to help us make the case for Columbus.

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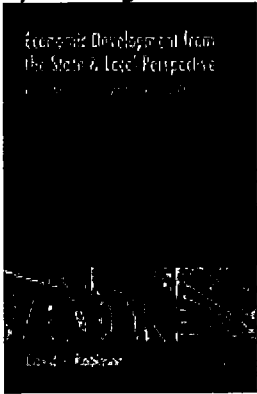
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Subject: RE: Amazon

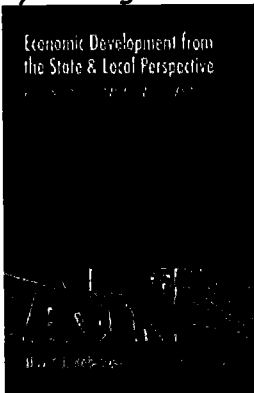
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Sounds great Steve. Good luck. I am friends with Amazon's regional government relations director (he started in the Statehouse) so I will put my two cents in with him if that helps. He is a Buckeye so I am sure he is rooting for us.

Dave Robinson

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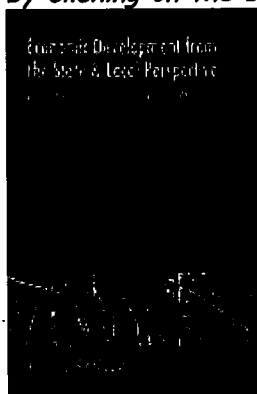
Principal

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Schoeny, Steven R.

From: Muhumad, Brooke N.
Sent: Wednesday, October 04, 2017 8:29 AM
To: Schoeny, Steven R.
Subject: FW: Fax Received from CSID: 6148515541 - Pages received: 3
Attachments: 81A9F4DF-153D-441C-9116-E63BAAB542C6-6916-IF.tif

Follow Up Flag: Follow up
Flag Status: Flagged

Not sure who this goes to, it mentions Amazon so I'm sending your way first.

Brooke Muhumad

-----Original Message-----

From:
Sent: Tuesday, October 03, 2017 3:47 PM
To: DEVAdmin
Subject: Fax Received from CSID: 6148515541 - Pages received: 3

Pages Received : 3
Time Received : Tuesday, October 3, 2017 3:46:39 PM Eastern Daylight Time
Duration : 341
Remote CSID : 6148515541
DID : 6146456675

Schoeny, Steven R.

From: Lee, Dawn Tyler
Sent: Wednesday, October 04, 2017 2:34 PM
To: Schoeny, Steven R.
Cc: Hanna, Jennifer N.
Subject: letter

Follow Up Flag: Follow up
Flag Status: Flagged

A few suggestions: You need this signed and on Mayor's letterhead? If so, please send final to Jennie.

Thank you for the opportunity to submit the City of Columbus proposal for Amazon's HQ2 project. In putting our proposal together, we have given you sites, data and renderings. We have given you a vision of where Amazon can be within our community, and we have provided the data to support that vision. Our data, our sites and our vision are intended to convey that we can do this in Columbus.

(This has a bit of a tone to it that we may want to soften. I understand the point but it's a little snobby, for lack of a better word). Maybe something like;

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However, we have only presented a vision, not the vision. The ultimate vision that we will realize together requires collaboration. It requires linking Amazon with Columbus business leaders, university leaders, community leaders, schools and the best planners and architects in the world to develop the shared vision of our future. A compelling vision requires collaboration, trust and a willingness to be bold.

In Columbus, America's Opportunity City, public private collaboration to move forward boldly is what we do. The Harvard Business School has even given a name to it and teaches a class about it called, "The Columbus Way."

That's how we won the U.S. Department of Transportation's Smart City Challenge – beating out 77 other U.S. cities, many of which are competing for HQ2. But we didn't stop there, we worked with the private sector to leverage \$XXX million in private sector investment. This is just the most recent example of our partnerships.

Other examples of exemplary partnership includes the recent rejuvenation of the Scioto Peninsula. Considered a focal point for the growth and prosperity of Downtown Columbus, the redevelopment of the Scioto Peninsula was prioritized as a key project in the City of Columbus' Downtown Strategic Plan. Through investment and hard work, what began as a civic objective is now an outstanding private development opportunity in the middle of an area of Columbus with soaring occupancy and residential rents.

Through public-private partnerships, an investment of more than \$220 million was made to revitalize 79 acres in and around the Scioto Peninsula in an activated and engaged cultural and parkland district. A future mixed-use neighborhood will be the capstone of this Peninsula and nearby amenities and attractions include: The Scioto Mile – an award-winning riverfront park featuring a state-of-the art interactive fountain and eye-catching band shell, Scioto Greenways – 33 acres of new greenspace reclaimed along 1 mile of the Scioto River, complete with 1.5 miles of multi-use paths and four kayak and canoe launches, and the National Veterans Memorial & Museum – a 53,000-square-foot national institution dedicated to telling the individual stories and shared experiences of veterans throughout history.

~~I look forward to working with the Amazon team~~ As you investigate America's Opportunity City and learn more about "The Columbus Way," you have my commitment that we will work with you to be the community that helps Amazon create the future.

Sincerely,

Andrew J. Ginther
Mayor

DAWN TYLER LEE
DEPUTY CHIEF OF STAFF

THE CITY OF
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ANDREW J. GINTHER, MAYOR

Mayor's Office
90 W. Broad Street
Columbus, OH 43215
614.645.5252
<http://www.columbus.gov>



Schoeny, Steven R.

From: Hanna, Jennifer N.
Sent: Wednesday, October 04, 2017 2:37 PM
To: Lee, Dawn Tyler; Schoeny, Steven R.
Subject: RE: letter
Attachments: Signature Request Form.docx

Follow Up Flag: Follow up
Flag Status: Flagged

Items needing his signature need the attached signature request form completed and they should go directly to Heather.

Thanks!

Jennie N. Hanna
Mayor's Scheduler/Assistant
614.645.6594

****Please note: in accordance with the City of Columbus Ethics Policy, the Office of the Mayor respectfully requests that no gifts or other items of value be provided to Mayor Andrew J. Ginther.**

Thank you, in advance.

THE CITY OF
COLUMBUS
ANDREW J. GINTHER, MAYOR

Mayor's Office
90 W. Broad Street, 2nd Floor
Columbus, OH 43215
Office: 614-645-7671
<http://www.columbus.gov>

From: Lee, Dawn Tyler
Sent: Wednesday, October 4, 2017 2:34 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Cc: Hanna, Jennifer N. <JNHanna@columbus.gov>
Subject: letter

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DAWN TYLER LEE
DEPUTY CHIEF OF STAFF

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<http://www.columbus.gov>



Schoeny, Steven R.

From: Loges, Michael J.
Sent: Wednesday, October 04, 2017 2:44 PM
To: Schoeny, Steven R.
Subject: RE: Can you resend me the AECOM stuff?
Attachments: Project_Ares--Transp_Initial_DRAFT_2017-09-22.docx

Follow Up Flag: Follow up
Flag Status: Flagged

Michael J. Loges
Business Development Specialist
Economic Development Division

THE CITY OF
COLUMBUS

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From: Schoeny, Steven R.
Sent: Wednesday, October 04, 2017 2:35 PM
To: Loges, Michael J. <MJLoges@columbus.gov>
Subject: Can you resend me the AECOM stuff?

Steven R. Schoeny
Director

THE CITY OF
COLUMBUS
ANDREW J. GINTHER, MAYOR

DEPARTMENT OF
DEVELOPMENT

60 W. Gay Street, 3rd Floor
Columbus, OH 43215
Direct: (614) 645-8585
srschoeny@columbus.gov
www.columbus.gov

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Wednesday, October 04, 2017 3:00 PM
To: 'Jeffrey J. Pongonis'
Cc: Voorhees, Peter; Loges, Michael J.
Subject: RE: Contact
Attachments: Ares - Transportation Narrative (002) (002).docx

Follow Up Flag: Follow up
Flag Status: Flagged

Here is what I am working on.

From: Jeffrey J. Pongonis [mailto:jpongonis@mkskstudios.com]
Sent: Wednesday, October 04, 2017 2:49 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Cc: Jeffrey J. Pongonis <jpongonis@mkskstudios.com>; Voorhees, Peter <peter.voorhees@aecom.com>
Subject: Contact

Jeffrey J. Pongonis, ASLA
principal

MKSK
462 South Ludlow Alley
Columbus, Ohio 43215
office 614 6212796 x262
mobile 614 5638341
direct 614 6860162
web mkskstudios.com

[blog](#) | [facebook](#) | [twitter](#) | [issuu](#) | [linkedin](#)

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Wednesday, October 04, 2017 3:02 PM
To: Lee, Dawn Tyler
Cc: Hanna, Jennifer N.
Subject: RE: letter

Follow Up Flag: Follow up
Flag Status: Flagged

Great edits.

Jenny, I will get the final over to you with the form.

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However, we have only presented a vision, not the vision. The ultimate vision that we will realize together requires collaboration. It requires linking Amazon with Columbus business leaders, university leaders, community leaders, schools and the best planners and architects in the world to develop the shared vision of our future. A compelling vision requires collaboration, trust and a willingness to be bold.

In Columbus, America's Opportunity City, public private collaboration to move forward boldly is what we do. The Harvard Business School has even given a name to it and teaches a class about it called, "The Columbus Way."

That's how we won the U.S. Department of Transportation's Smart City Challenge – beating out 77 other U.S. cities, many of which are competing for HQ2. But we didn't stop there, we worked with the private sector to leverage \$XXX million in private sector investment. This is just the most recent example of our partnerships.

Other examples of exemplary partnership includes the recent rejuvenation of the Scioto Peninsula. Considered a focal point for the growth and prosperity of Downtown Columbus, the redevelopment of the Scioto Peninsula was prioritized as a key project in the City of Columbus' Downtown Strategic Plan. Through investment and hard work, what began as a civic objective is now an outstanding private development opportunity in the middle of an area of Columbus with soaring occupancy and residential rents.

Through public-private partnerships, an investment of more than \$220 million was made to revitalize 79 acres in and around the Scioto Peninsula in an activated and engaged cultural and parkland district. A future mixed-use neighborhood will be the capstone of this Peninsula and nearby amenities and attractions include: The Scioto Mile – an award-winning riverfront park featuring a state-of-the art interactive fountain and eye-catching band shell, Scioto Greenways – 33 acres of new greenspace reclaimed along 1 mile of the Scioto River, complete with 1.5 miles of multi-use paths and four kayak and canoe launches, and the National Veterans Memorial & Museum – a 53,000-square-foot national institution dedicated to telling the individual stories and shared experiences of veterans throughout history.

~~I look forward to working with the Amazon team~~ As you investigate America's Opportunity City and learn more about "The Columbus Way," you have my commitment that we will work with you to be the community that helps Amazon create the future.

Sincerely,

Andrew J. Ginther
Mayor

DAWN TYLER LEE
DEPUTY CHIEF OF STAFF

THE CITY OF **COLUMBUS**

ANDREW J. GINTHER, MAYOR

Mayor's Office
90 W. Broad Street
Columbus, OH 43215
614.645.5252
<http://www.columbus.gov>



Schoeny, Steven R.

From: Loges, Michael J.
Sent: Wednesday, October 04, 2017 3:08 PM
To: Harris, Quinten L.
Cc: Loges, Michael J.; Schoeny, Steven R.
Subject: Ares - Preliminary Offer Letter 10.04.2017 (FINAL)
Attachments: Ares - Preliminary Offer Letter 10.04.2017 (FINAL).docx

Follow Up Flag: Follow up
Flag Status: Flagged

Quinten –

Take a look at the final offer letter attached. I think this is pretty solid. Just added some clarifying language per Tonya's request/incorporating some of your earlier edits to that incentive matrix.

Once you sign-off, Steve can print and sign.

Thanks,

Michael J. Loges
Business Development Specialist
Economic Development Division

THE CITY OF
COLUMBUS
ANDREW J. GINTHER, MAYOR

DEPARTMENT OF
DEVELOPMENT

150 S. Front Street, Ste. 220

Columbus, OH 43215

Direct: 614.645.6742

Mobile: 614.301.7189

MJLoges@columbus.gov

www.columbus.gov/economicdevelopment/

<https://www.linkedin.com/in/MichaelLoges/>

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Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Wednesday, October 04, 2017 3:14 PM
To: Williams, Elizabeth S.
Subject: Ares - Mayor Ginther Letter
Attachments: Ares - Mayor Ginther Letter.docx

Follow Up Flag: Follow up
Flag Status: Flagged

Schoeny, Steven R.

From: Lee, Dawn Tyler
Sent: Wednesday, October 04, 2017 3:20 PM
To: Hanna, Jennifer N.; Schoeny, Steven R.
Subject: RE: letter

Follow Up Flag: Follow up
Flag Status: Flagged

Thanks, all.

No more meetings today if you need me to do anything else.

DAWN TYLER LEE
DEPUTY CHIEF OF STAFF

THE CITY OF
COLUMBUS
ANDREW J. GINTHER, MAYOR

Mayor's Office
90 W. Broad Street
Columbus, OH 43215
614.645.5252
<http://www.columbus.gov>



From: Hanna, Jennifer N.
Sent: Wednesday, October 4, 2017 3:04 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>; Lee, Dawn Tyler <DTLee@columbus.gov>
Subject: RE: letter

Items needing his signature need the attached signature request form completed and they should go directly to Heather.

Thanks!

Jennie N. Hanna
Mayor's Scheduler/Assistant
614.645.6594

****Please note: in accordance with the City of Columbus Ethics Policy, the Office of the Mayor respectfully requests that no gifts or other items of value be provided to Mayor Andrew J. Ginther.**

Thank you, in advance.

THE CITY OF COLUMBUS

ANDREW J. GINTHER, MAYOR

Mayor's Office
90 W. Broad Street, 2nd Floor
Columbus, OH 43215
Office: 614-645-7671
<http://www.columbus.gov>

From: Schoeny, Steven R.
Sent: Wednesday, October 4, 2017 3:02 PM
To: Lee, Dawn Tyler <DTLee@columbus.gov>
Cc: Hanna, Jennifer N. <JNHanna@columbus.gov>
Subject: RE: letter

Great edits.

Jenny, I will get the final over to you with the form.

From: Lee, Dawn Tyler
Sent: Wednesday, October 04, 2017 2:34 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Cc: Hanna, Jennifer N. <JNHanna@columbus.gov>
Subject: letter

A few suggestions. You need this signed and on Mayor's letterhead? If so, please send final to Jennie.

Thank you for the opportunity to submit the City of Columbus proposal for Amazon's HQ2 project. In putting our proposal together, we have given you sites, data and renderings. We have given you a vision of where Amazon can be within our community, and we have provided the data to support that vision. Our data, our sites and our vision are intended to convey that we can do this in Columbus.

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Sincerely,

Andrew J. Ginther
Mayor

DAWN TYLER LEE
DEPUTY CHIEF OF STAFF

THE CITY OF
COLUMBUS

ANDREW J. GINTHER, MAYOR

Mayor's Office
90 W. Broad Street
Columbus, OH 43215
614.645.5252
<http://www.columbus.gov>



Schoeny, Steven R.

From: Harris, Quinten L.
Sent: Wednesday, October 04, 2017 4:15 PM
To: Schoeny, Steven R.
Subject: FW: Ares - Preliminary Offer Letter 10.04.2017 (FINAL)
Attachments: Ares - Preliminary Offer Letter 10.04.2017 (FINAL).docx

Importance: High

Follow Up Flag: Follow up
Flag Status: Flagged

Quinten

Quinten L. Harris, JD/MPA
Deputy Director for Jobs and Economic Development
Department of Development
City of Columbus
Direct: 614.645.0772
qlharris@columbus.gov

From: Harris, Quinten L.
Sent: Wednesday, October 04, 2017 3:59 PM
To: Loges, Michael J. <MJLoges@columbus.gov>
Subject: Ares - Preliminary Offer Letter 10.04.2017 (FINAL)
Importance: High

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Thursday, October 05, 2017 11:31 AM
To: 'bradleyml@cota.com'; 'williamse@cota.com'
Cc: Loges, Michael J.
Subject: Project Ares
Attachments: Ares - Transportation Narrative (002) (002).docx

Follow Up Flag: Follow up
Flag Status: Flagged

Gentlemen:

Sorry for the delay. Here is the current state of the text we are inserting into the proposal. MKSK and AECOMM are modifying/building this out as well. Call when you have some time to discuss.

Steven R. Schoeny
Director

THE CITY OF
COLUMBUS
ANDREW J. GINTHER, MAYOR

DEPARTMENT OF
DEVELOPMENT

50 W. Gay Street, 3rd Floor
Columbus, OH 43215
Direct: (614) 645-8585
srschoeny@columbus.gov
www.columbus.gov

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Thursday, October 05, 2017 1:46 PM
To: Holly Dabelko (dabelko-schoeny.1@osu.edu) /
Subject: FW: How Far Will Cities Go to Win Amazon?

Follow Up Flag: Follow up
Flag Status: Flagged

See article 1

From: CityLab [mailto:newsletters@citylab.com]
Sent: Thursday, October 05, 2017 12:25 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: How Far Will Cities Go to Win Amazon?

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oct 05, 2017

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Can their cities accommodate them?

MIMI KIRK



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LAURA BLISS



How Far Will Cities Go to Win Amazon HQ2?

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SARAH HOLDER



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RONA KOBELL



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BRENTIN MOCK



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Schoeny, Steven R.

From: Bradley, Michael L. <BradleyML@cota.com>
Sent: Thursday, October 05, 2017 4:35 PM
To: Schoeny, Steven R.
Cc: Williams, Emille
Subject: Ares - Transportation Narrative DOZA edits
Attachments: Ares - Transportation Narrative DOZA edits.docx

Follow Up Flag: Follow up
Flag Status: Flagged

Steve,

Attached are our edits and let me know if you have any questions.

Mike

This message has been scanned for malware by Websense. www.websense.com

Schoeny, Steven R.

From: Daniel Ayars <dayars@nbbj.com>
Sent: Monday, October 09, 2017 4:20 PM
To: Schoeny, Steven R.
Subject: Updated Site Section

Follow Up Flag: Follow up
Flag Status: Flagged

Steve,

Here is the updated site section. We will work through the adjustments that we talked about.

<https://nbbj.sharefile.com/d-sb0bd76ba1a74086b>

Daniel G. Ayars, AIA, NCARB Principal
NBBJ 250 S. High Street, Suite 300 COLUMBUS OH 43215
Direct: 614.232.3178 Mobile: 614.282.2543
www.nbbj.com / [@nbbjdesign](https://twitter.com/nbbjdesign) / <http://meanstheworld.co>

Schoeny, Steven R.

From: Daniel Ayars <dayars@nbbj.com>
Sent: Monday, October 09, 2017 4:44 PM
To: Schoeny, Steven R.
Subject: RE: Summary for Cap Square

Follow Up Flag: Follow up
Flag Status: Flagged

Perfect. That's what we needed.

Here are the 3 pages of quotes and images for Site section.

1. Capital Square

- a. The work day is done. What's next? Kickball league on the Statehouse Lawn. A show at the Ohio Theater, The Palace, or The Riffe? A walk to the latest exhibit at the Metropolitan Library? Beer and some old school video games at 16-Bit Café? Outdoor concert at Columbus Commons? Go for a run or a bike ride on the river? Maybe I should just grab a bite to eat and walk home? Imagine how much more there would be if I didn't want to go more than three blocks.

2. Franklinton – A Maker Community

- a. Franklinton was the City's first neighborhood. Today it is home to one of the largest maker spaces in the world, 98 artist lofts, affordable single family homes, coffee shops, co-working space, craft brewers, the oldest continually operating Harley Davidson Dealership in the world, new multifamily developments, a skate park, and a sense of place that lets everyone feel like they can be part of creating what is next.

3. Olentangy Corridor – A New Connection from Downtown to OSU

- a. An important connection from downtown to OSU West Campus the Olentangy River Road vision (in development) will be a reserved transit way median where ROW is available (perhaps most applicable to the segment north of Lane Avenue). The corridor is a multi-modal vision that will allow you to ride your bike from downtown to the OSU campus in 20 Min while allowing transit and vehicles to flow easily in the future.

Daniel G. Ayars, AIA, NCARB Principal
NBBJ 250 S. High Street, Suite 300 COLUMBUS OH 43215
Direct: 614.232.3178 Mobile: 614.282.2543
www.nbbj.com / @nbbjdesign / <http://meanstheworld.co>

From: Schoeny, Steven R. [mailto:SRSchoeny@columbus.gov]
Sent: Monday, October 9, 2017 4:28 PM
To: Daniel Ayars <dayars@nbbj.com>
Subject: Summary for Cap Square

The work day is done. What's next? Kickball league on the Statehouse Lawn. A show at the Ohio Theater, The Palace, or The Riffe? A walk to the latest exhibit at the Metropolitan Library? Beer and some old school video games at 16-Bit Café? Outdoor concert at Columbus Commons? Go for a run or a bike ride on the river? Maybe I should just grab a bite to eat and walk home? Imagine how much more there would be if I didn't want to go more than three blocks.

Steven R. Schoeny
Director

THE CITY OF
COLUMBUS
ANDREW J. GINTHER, MAYOR

DEPARTMENT OF
DEVELOPMENT

60 W. Gay Street, 3rd Floor
Columbus, OH 43215
Direct: (614) 645-8585
srschoeny@columbus.gov
www.columbus.gov

Schoeny, Steven R.

From: Brent Warren <brent@columbusunderground.com>
Sent: Tuesday, October 10, 2017 1:35 PM
To: Schoeny, Steven R.
Subject: Amazon

Follow Up Flag: Follow up
Flag Status: Flagged

Hi Steve,

Anything you can share on the Amazon headquarters pitch? Is the city actively working on something? Also, I noticed that September has passed and we haven't had an announcement yet on the Scioto Peninsula yet - any chance that site is being considered?

Thanks,
Brent

Brent Warren

ColumbusUnderground.com
11 E. Gay Street, Suite 300
Columbus, Ohio 43215

Mobile: 614.260.9080

Schoeny, Steven R.

From: Schoeny, Steven R.
Sent: Tuesday, October 10, 2017 1:56 PM
To: 'Brent Warren'
Subject: RE: Amazon

Follow Up Flag: Follow up
Flag Status: Flagged

I will go back to our original statement. We are aware of the Amazon RFP and find it intriguing.

From: Brent Warren [mailto:brent@columbusunderground.com]
Sent: Tuesday, October 10, 2017 1:35 PM
To: Schoeny, Steven R. <SRSchoeny@columbus.gov>
Subject: Amazon

Hi Steve,

Anything you can share on the Amazon headquarters pitch? Is the city actively working on something? Also, I noticed that September has passed and we haven't had an announcement yet on the Scioto Peninsula yet - any chance that site is being considered?

Thanks,
Brent

Brent Warren

ColumbusUnderground.com
11 E. Gay Street, Suite 300
Columbus, Ohio 43215

Mobile: 614.260.9080

Schoeny, Steven R.

From: Rickman, Cynthia
Sent: Thursday, October 19, 2017 10:35 AM
To: Schoeny, Steven R.
Subject: Fwd: Statement
Attachments: image001.jpg; ATT00001.htm; image002.png; ATT00002.htm; image003.png; ATT00003.htm; image004.png; ATT00004.htm; Amazon statement.docx; ATT00005.htm

Follow Up Flag: Follow up
Flag Status: Flagged

Sent from my iPhone

Begin forwarded message:

From: "Rickman, Cynthia" <CJRickman@Columbus.gov>
Date: October 18, 2017 at 6:15:09 PM EDT
To: "Harris, Quinten L." <QLHarris@columbus.gov>
Subject: Fwd: Statement

Sent from my iPhone

Begin forwarded message:

From: "Davis, Robin C." <RCDavis@columbus.gov>
Date: October 18, 2017 at 4:38:34 PM EDT
To: Scott J Varner <svarner@columbus.k12.oh.us>, "Cole, Lee A." <LACole@columbus.gov>, "Rickman, Cynthia" <CJRickman@Columbus.gov>
Cc: 'Irene Alvarez' <ia@columbusregion.com>
Subject: Statement

This statement is being released to Mark Williams at the Dispatch shortly, then will be followed by a blanket release to all media.

Please direct any calls or requests for public records to me.

Thanks all!

Robin

Robin Davis
Director of Media Relations

Anekwe, Lisa B.

From: Cofield, Alex A.
Sent: Friday, December 01, 2017 12:32 PM
To: Anekwe, Lisa B.
Cc: Perkowski, Amanda N.
Subject: ALE028359

Lisa,
Per discussion with Amanda, the revenue corrections on ALE028359 were incorrect.

Please prepare a revenue correction reversing the first two corrections on the Revenue Correction Form. The correction for \$4482.01 was correct.

Please give the form to me for signature so I can deliver to Amanda in the next hour.

Thanks!
Alex

ALEX COFIELD
Fiscal Manager

**THE CITY OF
COLUMBUS**
ANDREW J. GANTHER, MAYOR

DEPARTMENT OF
DEVELOPMENT

50 W. Gay St., 3rd Floor
Columbus, OH 43215

Direct: 614-645-7952

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aacofield@columbus.gov